

**Faculty:**

Thomas C. Slane, Jr., Chairperson

Agribusiness, the global food system, accounts for twenty percent of the U.S. economy and employs almost one-fifth of the work force. Agribusiness firms need well-trained employees prepared in both management and agricultural sciences. These key people will manage the businesses that provide supplies and services to producers and firms that transform and market raw agricultural products into food for consumers and byproducts for industrial use.

Agribusiness students develop knowledge in business and agriculture, management expertise, leadership ability and creativity in thought, problem solving and expression. Student abilities are expanded through the comprehensive program of course work, employment experience, and participation with agribusiness professionals. The learning environment is extended to the resource people and facilities of industry and government throughout the northeastern region.

This curriculum provides training encouraging students to be involved with the social, economic, political, as well as the technological changes taking place in the world. Students will be prepared for careers in food, agribusiness, and the environment. Recent graduates in Agribusiness have located positions in the following areas: Financial Consultant, Training & Publication Specialist, Flock Manager, Crop Consultant, Farm Market Manager, Nursery Manager, Animal Health Product Sales, Pharmaceutical Sales, Plant Protection Quarantine Officer, Quality and Water Analyst, and Product Research and Development.

Students are advised to select minor, specialization or elective courses which enables them to focus on an area of their personal interest. For example, Agribusiness: Supply and Service students may want to consider Agronomy and Environmental Science, Restaurant and Foodservice Management, Horticulture or Ornamental Horticulture and Environmental Design. Agribusiness: Marketing and Management students may want to consider Accounting, Financial Services, Management Information Systems or Marketing.

The total number of credits required for graduation with a degree in Agribusiness is 130 plus 4 credits earned for successful completion of the Employment Program.

## **Recommended Course Sequence**

### ***Freshman Year***

#### ***First Semester***

<u>Course No.</u>	<u>Course Title</u>	<u>Credits</u>	<u>Hours</u>
EN 1101	English I or		
EN 1111	Advanced English I	3	(3-0)
MP 1102	College Algebra or		
MP 1203	Elementary Functions	3	(3-0)
AB 2225	Agricultural Economics	3	(3-0)
BY 1115	Natural Science I	3	(3-0)
IT 1011	Information Technology Concepts	1.5	(1.5-0)
IT 1012	Computer Applications	1.5	(1.5-0)
PE 1109	Physical Education I	1	(0-2)
		16	

#### ***Second Semester***

EN 1201	English II or		
EN 1211	Advanced English II	3	(3-0)
MP 1203	Elementary Functions or		
MP 1204	Calculus I	3-4	(3 or 4-0)
BA 1005	Introduction to Business	3	(3-0)
CH 1001	Chemistry Fundamentals	4	(3-3)
IT 1031	Intermediate Computer Applications	3	(3-0)
PE 1209	Physical Education II	1	(0-2)
		17-18	

#### ***Employment Program***

AB 2370	Employment Program	1-2	
---------	--------------------	-----	--

### ***Sophomore Year***

#### ***First Semester***

<u>Course No.</u>	<u>Course Title</u>	<u>Credits</u>	<u>Hours</u>
BA 2123	Principles of Accounting I	3	(3-0)
BA 2161	Business Law I	3	(3-0)
BA 2008	Macroeconomics	3	(3-0)
AS 1006	Introduction to Animal Science	3	(2-3)
LA 2005	Speech	3	(3-0)
MP 2114	Business Statistics I	3	(3-0)
		18	

#### ***Second Semester***

<u>Course No.</u>	<u>Course Title</u>	<u>Credits</u>	<u>Hours</u>
BA 2224	Principles of Accounting II	3	(3-0)
AE 2202	Field Crops I	3	(2-2)
EN 2226	Business Communications	3	(3-0)
MP 2214	Business Statistics II	3	(3-0)
	Elective	3	
		15	

**Employment Program**

AB 2370	Employment Program	1-2
---------	--------------------	-----

**Junior Year**

**First Semester**

<u>Course No.</u>	<u>Course Title</u>	<u>Credits</u>	<u>Hours</u>
AB 3126	Agricultural Marketing	3	(3-0)
BA 3028	Supervision and Management	3	(3-0)
BA 3127	Finance	3	(3-0)
BA 3129	Operations Mgt.	3	(3-0)
FS 3120	Introduction to Nutrition or	3	(3-0)
HT 4132	Principles of Plant Protection	3	(2-2)
			15

**Second Semester**

AB 4243	Agribusiness Management	3	(3-0)
BA 3027	Human Resource Mgt.	3	(3-0)
EN 2028	Introduction to Literature	3	(3-0)
LA 2040	Modern History of Western Societies	3	(3-0)
	Elective	3	
			15

**Senior Year**

**First Semester**

<u>Course No.</u>	<u>Course Title</u>	<u>Credits</u>	<u>Hours</u>
AB 4113	Farm Management or		
BA 3229	Organizational Behavior or		
BA 3141	Small Business Management	3	(3-0)
LA 3032	American History and Government	3	(3-0)
LA 4037	Non-Western Societies	3	(3-0)
LA 4038	Cultural Enrichment Philosophy/Psychology/ Sociology Area	1	(1-0)
	Elective	3	
			16

**Second Semester**

AB 4242	Food and Agricultural Policy	3	(3-0)
BA 4236	Taxes	3	(3-0)
BA 4239	International Trade	3	(3-0)
LA 1060	Introduction to the Arts Electives	3	(3-0)
		6	
			18

**Agribusiness Minor**

Students in most majors may complete a minor in Agribusiness to better prepare for job opportunities in the global food production and marketing system. One course may be substituted with prior approval of the department.

<u>Course No.</u>	<u>Course Title</u>	<u>Credits</u>	<u>Hours</u>
AB 2225	Agricultural Economics	3	(3-0)
AB 3126	Agricultural Marketing	3	(3-0)
BA 3141	Small Business Management*	3	(3-0)
AB 4113	Farm Management*	3	(3-0)
AB 4242	Food and Agricultural Policy	3	(3-0)
			15

\*Requires prerequisite.

**Course Descriptions**

**AB 2225 Agricultural Economics**

The purpose of the course is to provide a basic understanding of microeconomic principles relating to the production, processing, distribution and utilization of agricultural commodities. The course includes basic concepts relating to the management of agribusiness enterprises and agricultural resources allocation. 3 hours Lecture and Discussion—3 credits

**AB 3115 National Agri-Marketing**

A team training experience structured to develop creativity, communication and presentation abilities as well as interpersonal skills. Students working throughout the year preparing a marketing plan, conducting market research and developing financial projections, then present their work during the National Agri-Marketing Association Conference in April. A GPA of 2.2 must be maintained. May be repeated for a maximum of 3 credits. 1 to 4 hours Participation—1 credit per year

**AB 3126 Agricultural Marketing**

The course is designed to provide students with a comprehensive view of the marketing of agricultural commodities, foods, fibers, and agricultural supplies. The course emphasizes concepts relating to preparation for careers in agri-marketing. Basic principles of advertising and retailing are included. Prerequisite: AB 2225. 3 hours Lecture and Discussion—3 credits

**AB 4113 Farm Management**

A study of the efficient management and operation of the farm for profit. Farm planning, record keeping, budgeting, finances, partnership agreements, pricing, marketing and other physical, economic and social factors affecting the farm business are considered. Prerequisites: AB 2225 and BA 2123, 2224 for Majors or BA 2225 for Non-Majors or Permission of Instructor. 3 hours Lecture and Discussion—3 credits

***AB 4242 Food and Agricultural Policy***

Develops basic understanding of the role of government in the development of domestic farm policy, policies affecting food and consumers, also international trade in food and agricultural products. Emphasis is placed on contemporary issues which include the structure of agriculture, nutrition policies, food safety, resource preservation and utilization, and price support programs. Prerequisites: AB 2225, AB 3126 and Junior or Senior status. 3 hours Lecture and Discussion—3 credits

***AB 4243 Agribusiness Management***

Agribusiness Management skills are developed through course work and association with professionals in marketing, distribution, sales, production and international business. Emphasis is placed on developing decision-making abilities, communication skills, and intrapersonal competence. Prerequisite: AB 2225, AB 3126 and Junior or Senior Status. 3 hours Lecture and Discussion—3 credits

***Employment Program******AB 2370 Employment Program***

Each student in Agribusiness is required to spend 24 weeks (960 hours) in approved jobs related to the student's major. Registration for each Employment Program must occur prior to the beginning of a relevant experience. Registration materials are available from Career Services, located in Segal Hall. 24 weeks of On-the-Job-Training—4 credits

**Faculty:**

TBA, Chairperson  
Steven S. De Broux  
Lawrence D. Hepner, Jr.  
Douglas T. Linde  
Ronald R. Muse

The Agronomy and Environmental Science Department offers majors which give the student a strong background in the Soils and Environmental Sciences, Crop Sciences, and Turf Management.

The Environmental Science Major focus is placed on the environmental issues facing society today and the knowledge and training necessary to deal with these complex problems. Computers and geographic information systems aid in analysis and visual display of information. Interdisciplinary courses from the Chemistry and Biology Departments strengthen the Environmental Science portion of the curriculum.

The Crop Science Major prepares students for science based technical courses in agricultural production or work in associated agricultural industries. Agriculture is one of the largest sectors of the national economy and positions are numerous. Students interested in the biological and chemical sciences will find challenges in biotechnology as they look forward to a career in improving the quality and quantity of our food supply.

The Turf Management Major prepares students for careers in the golf course industry, sports turf industry, and lawn care industry. Courses that provide technical competence plus business and management expertise are key components of the curriculum. An active turf club provides professional contacts and experiences outside the classroom.

Students in all majors take advantage of our 500 acre living laboratory containing turf and crop demonstration plots, wetlands, forested land, streams, and agricultural land. Undergraduate students participate in ongoing faculty research.

Effective utilization of elective credits provides the opportunity to minor in a subject area outside the department in each of the majors.

A degree in the Agronomy and Environmental Science Department offers a wide variety of career opportunities. Graduates find opportunities for employment in both the public and private sectors. In private industry they serve as consultants on environmental problems involving land use, waste disposal and other soil and water contamination problems. In the turf and crop industries they serve